

**IMPORTERS' QUESTIONNAIRE**  
**ELECTROLYTIC MANGANESE DIOXIDE FROM AUSTRALIA, CHINA, GREECE,**  
**IRELAND, JAPAN, AND SOUTH AFRICA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than August 14, 2003**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning electrolytic manganese dioxide ("EMD") from Australia, China, Greece, Ireland, Japan, and South Africa (invs. Nos. 731-TA-1048-1053 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm imported EMD (as defined in the instruction booklet) from any country at any time since January 1, 2000?

☐

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing EMD from Australia, China, Greece, Ireland, Japan, or South Africa into the United States or which are engaged in exporting EMD from Australia, China, Greece, Ireland, Japan, or South Africa to the United States?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I. GENERAL QUESTIONS—Continued**

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of EMD?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- I-6. Please indicate the nature of your firm's importing operations on EMD. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)  
☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

- I-7. If your firm is an importer of record of EMD but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

- I-8. Please indicate whether your firm enters EMD into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes  
Bonded warehouses ☐ No ☐ Yes

- I-9. Please indicate whether your firm imports EMD under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

- I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Christopher J. Cassise (202-708-5408; ccassise@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_ Phone No. \_\_\_\_\_ E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of EMD since January 1, 2000?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-3. Has your firm imported or arranged for the importation of EMD from Australia, China, Greece, Ireland, Japan, or South Africa for delivery after June 30, 2003?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-4. If your firm also produces EMD in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of EMD imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country: \_\_\_\_\_ ☐ All other sources combined<sup>1</sup>

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>IMPORTS:</b> <sup>2</sup>					
Quantity of imports					
Value of imports					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/company transfers:</b>					
Quantity of internal consumption/transfers					
Value <sup>3</sup> of internal consumption/transfers					
<b>EXPORT SHIPMENTS:</b> <sup>4</sup>					
Quantity of export shipments					
Value of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>5</sup> (quantity)					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)					
<b>U.S. SHIPMENTS TO END USERS</b> (quantity)					

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> Reconciliation of data.—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No—Please explain: \_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-6. Report your firm's U.S. shipments of imports of the various "grades" of EMD during the specified periods. Please be advised that these grades are within the definition of EMD and are merely subsets of the EMD within the scope of these investigations. Therefore, the sum of the shipment data of all grades shown in question II-6 should equal total U.S. shipments of imports shown in question II-5.

<b>(Quantity in short tons, value in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-June</b>	
	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2002</b>	<b>2003</b>
<b>U.S. SHIPMENTS OF ALKALINE GRADE EMD:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/transfers to related firms:</b>					
Quantity of internal consumption					
Value <sup>1</sup> of internal consumption					
<b>U.S. SHIPMENTS OF "HIGH DRAIN" ALKALINE GRADE EMD:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/transfers to related firms:</b>					
Quantity of internal consumption					
Value <sup>1</sup> of internal consumption					
<b>U.S. SHIPMENTS LITHIUM GRADE EMD:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/transfers to related firms:</b>					
Quantity of internal consumption					
Value <sup>1</sup> of internal consumption					
<b>U.S. SHIPMENTS ZINC CHLORIDE GRADE EMD:</b>					
<b>Commercial shipments:</b>					
Quantity of commercial shipments					
Value of commercial shipments					
<b>Internal consumption/transfers to related firms:</b>					
Quantity of internal consumption					
Value <sup>1</sup> of internal consumption					
<b>TOTAL</b>					

**PART II. TRADE AND RELATED INFORMATION—Continued**

II-7. **IMPORTS FROM CHINA AND GREECE.**—Report your firm's imports of EMD imported from China and Greece during the specified periods.

<i>(Quantity in short tons)</i>		
<b>Period</b>	<b>Imports from China (<i>quantity</i>)</b>	<b>Imports from Greece (<i>quantity</i>)</b>
July 2002		
August 2002		
September 2002		
October 2002		
November 2002		
December 2002		
January 2003		
February 2003		
March 2003		
April 2003		
May 2003		
June 2003		
<b>Subtotal</b>		
July 2003		
<b>Total</b>		

**PART III.-PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from John N. Giamalva (202-205-2785).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No. E-mail address

**Section III-A.-PRICE DATA**

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Australia, China, Greece, Ireland, Japan, and South Africa during January 2000-March 2003:

**Product 1.-Standard alkaline grade electrolytic manganese dioxide in powder form**

**Product 2.-Lithium grade electrolytic manganese dioxide in powder form**

Reported values should be f.o.b. port of entry or your storage facility, net of returns, refunds, discounts, and credits, and should be arms-length sales to unrelated U.S. customers.



**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-A. PRICE DATA—Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products<sup>1</sup> imported from Australia, China, Greece, Ireland, Japan, and South Africa and sold by your firm. Also complete a separate page for each subject country you import from.

Product 1 <input type="checkbox"/> Product 2 <input type="checkbox"/>		
Australia <input type="checkbox"/> China <input type="checkbox"/> Greece <input type="checkbox"/> Ireland <input type="checkbox"/> Japan <input type="checkbox"/> South Africa <input type="checkbox"/>		
(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Value <sup>2</sup>
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2003:</b>		
January-March		
April-June		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		
<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--BID INFORMATION**

Report, as indicated below, information for all bids initiated by your firm for EMD that was to be delivered or scheduled to be delivered during 2000 or later. Include all bids submitted whether or not your firm won the bid, reporting separately for each project. Please photocopy this page as necessary.

Customer name and location	
Type (alkaline grade, lithium grade, zinc-chloride grade, etc.)	
Status of bid	
Initial bid: Date	
Total value of bid (\$1,000)	
Total quantity involved (short tons)	
Product specifications <sup>1</sup>	
Competitors (Firm name and country)	
Final bid: Date	
Total value of bid (\$1,000)	
Total quantity involved (short tons)	
Product specifications <sup>1</sup>	
Competitors (Firm name and country)	
Contract (if won):	
Date	
Total value of contract (\$1,000)	
Total quantity involved (short tons)	
Product specifications <sup>1</sup>	
Delivery date(s)	
Expected completion date	
<sup>1</sup> If multiple product specifications are involved, please attach a list of product specifications.	

**Section III-C.-PRICE-RELATED QUESTIONS**

**IF YOUR ANSWERS TO ANY QUESTIONS IN THIS SECTION DIFFER BY COUNTRY FROM WHICH YOU IMPORTED, PLEASE INDICATE HOW THE ANSWERS DIFFER FOR SPECIFIC COUNTRIES.**

- III-C-1. Please describe how your firm determines the prices that it charges for sales of EMD (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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- III-C-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.). If your firm has a global discount or rebate program that extends discounts/rebates to companies that purchase EMD in multiple markets, please include a description of this program.

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- III-C-3. What are your firm's typical sales terms for EMD imported from Australia, China, Greece, Ireland, Japan, and South Africa (e.g., 2/10 net 30 days)? \_\_\_\_\_  
On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? \_\_\_\_\_

- III-C-4. Approximately what share of your firm's sales of its imported EMD in 2002 were on a (1) long-term contract basis (multiple deliveries for more than 12 months after the purchases agreement), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale:	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-C. PRICE-RELATED QUESTIONS**

**IF YOUR ANSWERS TO ANY QUESTIONS IN THIS SECTION DIFFER BY COUNTRY FROM WHICH YOU IMPORTED, PLEASE INDICATE HOW THE ANSWERS DIFFER FOR SPECIFIC COUNTRIES.**

III-C-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated with the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-C-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) Can prices be renegotiated with the contract period? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_

III-C-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of EMD imported from Australia, China, Greece, Ireland, Japan, and South Africa?

Source	Share of 2001 sales	Lead time
From U.S. inventory		
From foreign inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	(average)

III-C-8. What is the approximate percentage of the total delivered cost of EMD that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-C. PRICE-RELATED QUESTIONS—Continued**

**IF YOUR ANSWERS TO ANY QUESTIONS IN THIS SECTION DIFFER BY COUNTRY FROM WHICH YOU IMPORTED, PLEASE INDICATE HOW THE ANSWERS DIFFER FOR SPECIFIC COUNTRIES.**

III-C-9. What is the geographic market area in the United States served by your firm's imports of EMD from Australia, China, Greece, Ireland, Japan, and South Africa?

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III-C-10. What other products may be substitutes for EMD?

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III-C-11. Describe the end uses of EMD that you import. For each end use product, what percentage of the total cost is accounted for by EMD?

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III-C-12. How has the demand within the United States (and outside the United States if known) for EMD changed since January 1, 2000? What were the principal factors affecting changes in demand?

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III-C-13. Have there been any significant changes in the product range or marketing of EMD in the past five years?

☐ No ☐ Yes—Please describe.

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III-C-14. Does your firm purchase or sell EMD over the internet?

☐ No ☐ Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of EMD in 2002 accounted for by internet transactions.

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**PART III. PRICING AND RELATED INFORMATION—Continued****Section III-C. PRICE-RELATED QUESTIONS—Continued**

III-C-15. Is EMD produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Australia	China	Greece	Ireland	Japan	South Africa	Other countries
United States								
Australia								
China								
Greece								
Ireland								
Japan								
South Africa								

<sup>1</sup> For any country-pair producing EMD which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

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### PART III.—PRICING AND RELATED INFORMATION—Continued

III-C-16. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between EMD produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Australia	China	Greece	Ireland	Japan	South Africa	Other countries
United States								
Australia								
China								
Greece								
Ireland								
Japan								
South Africa								

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of EMD, identify the country-pair and report the advantages or disadvantages imparted by such factors:

[illegible]

**PART III. PRICING AND RELATED INFORMATION—Continued**

**Section III-D. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for EMD imported from Australia, China, Greece, Ireland, Japan, and South Africa during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of EMD from Australia, China, Greece, Ireland, Japan, and South Africa that each of these customers accounted for in 2002.

<b>No.</b>	<b>Customer's name</b>	<b>Street address (<u>not</u> P.O. box), state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2002 sales (%)</b>
<b>1</b>					
<b>2</b>					
<b>3</b>					
<b>4</b>					
<b>5</b>					
<b>6</b>					
<b>7</b>					
<b>8</b>					
<b>9</b>					
<b>10</b>					